

Cariboo Regional District

AGRICULTURAL DEVELOPMENT ADVISORY COMMITTEE

AGENDA

Thursday, April 25, 2019, 8:30-9:30 am

Via Conference Call

1. CALL TO ORDER

2. APPROVAL OF AGENDA

3. ADOPTION OF MINUTES – March 25, 2019 meeting (as circulated)

4. DELEGATIONS

5. NEW AND UNFINISHED BUSINESS

- 5.1. Regional Agri-food Centre Business Plan update <https://www.quesnel.ca/city-hall/major-initiatives/agriculture-centre-business-plan>

6. SUBCOMMITTEE REPORTS

- 6.1. FARMED Rural Dividend Project Development Agriculture Education Program Update
- 6.2. ADAC First Nations Communication and Engagement Strategy
- 6.3. Agriculture Working Group Administration Report

7. CORRESPONDENCE

- 7.1. Email communication March 26, 2019, Tyler Jasper – letter attached
- 7.2. Upcoming Events
- | | |
|----------------------------|--|
| May 14, 2019
5:30 – 7pm | CRD sponsored North Cariboo Info Fair
Barlow Creek Community Hall - 3810 Trembley Road, Quesnel |
| May 23-25, 2019 | BC Cattlemen's 2019 AGM
525 Proctor Street, Williams Lake |
| June 1, 2019 | National Farm Animal Care Council Codes of Practice
BC Regulation referencing comes into force |
| June 7, 2019
Time - TBA | ADAC Presentation to the Cariboo Regional District Board of Directors
Quesnel – Location to be determined |

8. ROUNDTABLE

9. QUESTION PERIOD

10. ADJOURNMENT

Next Meeting: To be determined
Agenda Submission Deadline:

QUESTION PERIOD

Question Period provides the public with the opportunity to ask questions or make comments on subject that are of concern to them. Each person will be given 2 minutes to speak. Up to ten minutes in total is allotted for Question Period.

/lf

Cariboo Regional District

AGRICULTURAL DEVELOPMENT ADVISORY COMMITTEE

REGULAR MEETING

The Minutes of the Regular Meeting of the Agricultural Advisory Committee, held in Bowron Room, of the Natural Resource Building on March 25, 2019 at 10:00 am

COMMITTEE MEMBERS PRESENT

Martin Rossmann, Chair	Kersley Farmers Institute
Rob Borsato, Treasurer	Quesnel Farmers Market (conference call)
Sheri Schweb, Secretary	BC Forage Council
Tim Lofstrom	College of New Caledonia - Quesnel
Nicole Pressey	Ministry of Agriculture
CRD Director John Massier	CRD Liaison

SUPPORT TEAM MEMBERS PRESENT

Lori Fogarty, Liaison	Agriculture Working Group
Wilma Watkin	Agriculture Working Group
Lynda Atkinson	Agriculture Working Group

DELEGATIONS

Tyler Jasper	Sonoran Resource Management Ltd./Agrologist (conference call)
Heloise Dixon-Warren	FARMED Chair

GUESTS

Amy Reid	City of Quesnel Economic Development Officer
Carey Ekelund	Facilitator, Agriculture Education Program
Emily Colombo	Regional Economic Operations Branch - Regional Manager, Cariboo Region Rural Development, Lands & Innovation Division
Camille Roberts	Invasive Species Council of BC

1. CALL TO ORDER

2. APPROVAL OF THE AGENDA

R/2019-20

It was moved and seconded

That the March 25, 2019 Agricultural Development Advisory Committee agenda be approved as circulated.

CARRIED

3. ADOPTION OF MINUTES

R/2019-21

It was moved and seconded

That the minutes of the Agricultural Development Advisory Committee meeting dated February 25, 2019 be adopted as amended.

CARRIED

3.1 R/2019-21

It was moved and seconded

That the revised agenda and minutes of the Agricultural Development Advisory Committee meeting of June 19, 2018 and reformatted minutes and agendas of the 2018 ADAC meetings of July 19, August 29, October 17, November 13 and December 17 be adopted.

CARRIED

4. DELEGATIONS

- 4.1. Tyler Jasper participated via conference call and noted a local entrepreneur and business representative added to the current ADAC membership would be of value. He also mentioned it would be helpful to have an ADAC member liaise with an Economic Development Panel.

He felt it is important to encourage people to work in areas where there will be success and the product is in demand. Economic health includes total net profit in a business. The framework includes 4 core areas to make decisions and change things to increase profits – 2 are internal and 2 are external. The internal components to increase the bottom line include your own business specific operations to save dollars and inputs such as goods and services. The external components include developing new markets and to access exiting markets such as value added and emerging markets. The barriers include the regulatory burden.

Tyler will send a memo with a recommendation for consideration to the ADAC Chair.

- 4.2. Heloise Dixon-Warren reviewed a preliminary North Cariboo Agriculture marketing initiative being developed by the North Cariboo Agricultural Marketing Association dba FARMED. This initiative includes 3 key areas:

- Potential Market Opportunities;
- Taking the “North Cariboo Farm Country – Grown for you brand to the next level; and
- Increase Benefits for FARMED members.

The purpose of this presentation is to inform ADAC of the project and request support in principle. The ADAC committee suggested FARMED should request a letter of support as the project proposal develops.

5. NEW AND UNFINISHED BUSINESS

- 5.1. Regional Agri-food Centre Business Plan <https://www.quesnel.ca/city-hall/major-initiatives/agriculture-centre-business-plan>

Amy Reid informed the committee that when she last spoke to the Ministry of Agriculture representative, the hope is to get further funding for “agri-food processing” but the demand for agri-food processing needs to be demonstrated. Amy recommended a person on the ground to meet one-on-one with producers and processors is required.

- 5.2. Alex Fraser Park – Multi-Purpose Agriculture Building

There was good representation at the meeting and information on the building and its role was presented. There was input and suggestions from stakeholder groups. It was stressed at the meeting that the purpose of the building is for agriculture activities across the sector. The timeline on the project is to ensure the structure is up and ready for emergency preparedness activities.

- 5.3. Presentation to the Cariboo Regional District Board of Directors
-

The ADAC is on the agenda for the CRD Board meeting being held in Quesnel on June 7th to make a presentation at around 11 am to provide an update on the activities over the last year. The presentation should be limited to about 15 minutes allowing about 10 minutes for questions. ADAC members are encouraged to attend the presentation.

5.4. Ministry of Agriculture programs offered under the Canadian Agriculture Program (CAP)

Nicole Pressey presented agriculture program and services information starting April 1st, to provide assistance, information and resources in 3 areas:

- Programs and Services for New Entrants to Agriculture;
- Government Programs and Services Supporting Indigenous Agriculture; and
- Programs and Services for BC Agri-food Producers;

This information is attached to the minutes of this meeting. Nicole also noted that Ministry of Agriculture contact Trish Laugharne is working with the Risk Management Program.

6. SUBCOMMITTEE REPORTS

6.1. FARMED Rural Dividend Project Development grant application update

The Rural Dividend Project Development Final Progress Report for the Agricultural Development Advisory Committee and Agriculture Centre is in the final stages of completion. The completed report will be sent to ADAC members upon completion.

The Rural Development Project Development grant for the Agriculture Education Program is underway. Carey Ekelund is considering the position as facilitator for the project. Carey is also available to work as the administrative assistant to assist with communications in regards to meetings and agendas as well as the recording and distribution of minutes for ADAC meetings.

R/2019-23

It was moved and seconded

That the ADAC hire Carey Ekelund to assist with communications in regards to meetings and agendas as well as the recording and distribution of minutes for ADAC meetings.

CARRIED

6.2. Agriculture Working Group Administration Report

The approved revised and reformatted agendas and minutes will be posted to the ADAC webpage. ADAC members may submit travel expense forms for 2019 meetings to date during the month of April for May submission to the CRD.

7. CORRESPONDENCE

7.1. Email communication

A request on March 11, 2019 from Heloise Dixon-Warren, Chair of FARMED to attend the March 25th meeting as a delegate.

7.2. Upcoming Events

April 13, 2019 10am-3pm	Seedy Saturday: Growing in Changing Times CNC Quesnel, 100 Campus Way
April 16, 2019 9am – 4:30pm	Agriculture Pests: Practical Tools for Producers Williams Lake, <u>Ramada Convention Center</u> 1118 Lakeview Crescent

April 25, 2019 8:30- 9:30am	ADAC meeting Via conference call
June 1, 2019	National Farm Animal Care Council Codes of Practice BC Regulation referencing comes into force
June 7, 2019 11:00 - 11:30am	ADAC Presentation to the Cariboo Regional District Board of Directors Quesnel – Location to be determined

8. ROUNDTABLE

Tim Lofstrom noted the power hook-up for the CNC Sea-Can grow unit has been approved. Long term a 3-year grant is in place to complete the project for a sustainable crop that would be sold to create products that provide enough profit to support the costs of production.

Tim also noted that CNC participated in the Alex Fraser Park agriculture building information session on March 12th and is working toward successfully marketing agriculture programs to target markets.

Amy Reid noted a Labour Market Study is taking place and agriculture is one of the sectors included in the study.

Nicole Pressey mentioned that 2 soil test kits are now available for use in the Cariboo. Also, the Young Agrarians held a workshop on Social Media Marketing for Farmers on March 23rd. It was well attended.

The next meeting of the ADAC will be a conference call on Thursday, April 25th from 8:30 – 9:30am.

9. QUESTION PERIOD

10. ADJOURNMENT – 12:30 pm

M. Rossmann, Chair

/lf

PROGRAMS AND SERVICES FOR NEW ENTRANTS TO AGRICULTURE

The governments of B.C. and Canada as well as local organizations and institutions provide B.C. new entrant farmers with various business planning, financing and skill development opportunities to support their entry and success in the agriculture industry. Several of the listed programs are supported through the Canadian Agricultural Partnership.

BUSINESS, PLANNING AND LAND ACCESS RESOURCES

- **B.C. Agri-Business Planning Program** offers two distinct streams of support for agri-businesses. Eligible applicants can access funds for business planning services from a Qualified Business Consultant.
<https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/agri-business-planning-program>
- **B.C. Agricultural Council** has links and information for different industry associations. BCAC also offers information about the Environmental Farm Plan Program, Climate Action Initiative, industry events and instructions on how to get a Farmer ID card. <https://bcac.ca/>
- **B.C. Good Agricultural Practices Guides** provides a whole-farm approach covering all aspects of food safety of crop and livestock production. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/food-safety/good-agricultural-practices>
- **B.C. Land Matching Program** provides land matching and business support services to new farmers looking for land to farm as well as landowners interested in finding someone to farm their land.
<https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/land-matching>
- **Enterprise budgets** provide information on production costs and returns to quickly evaluate a farm business. KPU's Institute for Sustainable Food Systems has designed a number of them specific to small-scale operations that sell primarily through direct sales channels. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/business-market-development/agrifood-business-management/running-a-farm-business/enterprise-budgets>
- **Farm Management Canada** provides business management information, webinars, tools and resources to position Canada's farmers for success <https://fmc-gac.com/what-are-you-looking-for/>.
- **Growing Your Farm Enterprise** is a supplemental guide that has tips on how to grow a farm business once established.
<https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/growingyourfarm.pdf>
- **New Farm Start-up Guide** assists prospective or new farmers in planning their farm, identifying market opportunities, determining the best products to sell, creating a farm enterprise plan, and establishing a profitable farm operation.
https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/new_farm_start-up_guide_2017.pdf
- **Taking Stock Self-Assessment for Beginning Farmers** – helps new farmers identify strengths and weaknesses in their management skills and will guide them through how to set and prioritize goals to operate a successful farm business.
https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/taking_stock_for_the_beginning_farmer.pdf
- **Young Agrarians Business Mentorship Program** offers one-on-one business mentorship support to new farmers. Their business webpage also offers a number of links to farm business tools that have been recommended by farmers.
<http://youngagrarians.org/tools/business/>

- **Local Community Futures** offices may also provide business consultation services and financing options. Call your regional office for more information. <https://www.communityfutures.ca/>
- Agriculture Management Institute's (AMI) tool "**Making a case for growing new crops**" is an online calculator that takes into consideration input costs, yield measurements (bushels, cwt, kg, etc.), budget plans and expected yields to provide producers with a baseline plan of what producing the crop will cost. <http://takeanewapproach.ca/growingnewcrops/#/>.

FINANCIAL SERVICES

- The Federal Crown corporation **Farm Credit Canada** and other diversified financial services providers such as the **Bank of Montreal**, **Scotia Bank**, **Royal Bank** and **Vancity** have various loan products in place to assist New Entrants.
- **Agriculture and Agri-Food Canada** offers a number of programs and services that provide support to Canadian businesses. <http://www.agr.gc.ca/eng/programs-and-services/?id=1362151577626>

Programs of potential interest include:

- **Agriculture Youth Jobs Initiative** is a cost-share opportunity for farm operators to provide internships for post-secondary graduates and high school students interested in working in the agriculture industry. <http://www.agr.gc.ca/eng/programs-and-services/agricultural-youth-green-jobs-initiative/green-farms-stream-step-1-what-this-program-offers/?id=1459879871410>
- **Canadian Agriculture Loans Act** is a program designed to help increase the availability of loans to farmers and agricultural co-operatives. <http://www.agr.gc.ca/eng/?id=1288035482429>
- **Advances Payments Program (APP)** provides agricultural producers with easy access to low-interest cash advances. Call their offices to inquire about adding products to the rates list. <http://www.agr.gc.ca/eng/programs-and-services/advance-payments-program/?id=1462198969862>

NETWORKS

- **BC Young Farmers** is a committee under the BC Agriculture Council whose members range from 19-40 years old, with small to large operations from commodities including beef cattle, berries, dairy, field vegetables, flowers, grains, greenhouses, hay, nurseries, pork, poultry, eggs and more. <http://www.bcyf.ca/>
- **Young Agrarians** is a network for new and young ecological and organic farmers. They administer the B.C. Land Matching Program, business mentorship program as well as offer many workshops and farmer mixers across the province. <http://youngagrarians.org/>
- **Canadian Association of Farm Advisors** helps family farm businesses solve their unique challenges. <https://www.cafanet.ca/advisor-listing/>
- **Kootenay Boundary Farm Advisors** provides free technical, advisory support to agricultural producers in the Kootenay regions. They also run field day events and organize workshops for farmers to learn and share ideas. <https://www.kbfa.ca/>
- **BC Institute of Agrologists** have over 1,300 practicing Agrologists, who are professionals in areas including agriculture, food production, environment and resource management. Find an Agrologist at <https://www.bcia.com/about-bcia/find-an-agrologist>
- **BC Farmers Institutes** offer workshops, farm tours, professional development opportunities, farmers markets and social events to benefit farmers, farms, other agricultural stakeholders and the local community. Connect with your local Farmers' Institute for more information.

For more information on Government-led events, programs, resources or services available to support New Entrants, please visit <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/business-market-development/agrifood-business-management/starting-a-new-farm> or contact AgriServiceBC@gov.bc.ca

GOVERNMENT PROGRAMS AND SERVICES SUPPORTING INDIGENOUS AGRICULTURE

The governments of B.C. and Canada provide B.C. Indigenous communities and agrifoods businesses with various resources and services to support business development and knowledge transfer to assist their entry and success in the agriculture industry. Several of the listed programs are supported through the Canadian Agricultural Partnership.

ASSISTANCE, INFORMATION AND RESOURCES

- **Advisory Services** connects prospective or established farmers with an Indigenous Business Agrologist at the Ministry of Agriculture for advice, technical support, and referral services. Contact agribusiness@gov.bc.ca to get in touch with an Indigenous Business Agrologist today.
- **New Farm Start-up Guide** assists prospective or new farmers in planning their farm, identifying market opportunities, determining the best products to sell, creating a farm enterprise plan, and establishing a profitable farm operation. Growing Your Farm Enterprise is a supplemental guide that has tips on how to grow a farm business once established. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/business-market-development/agrifood-business-management/starting-a-new-farm>
- **Taking Stock Workbook** is a self-assessment tool for farm or food processing businesses. The booklet will assess your business management systems, knowledge, and skills. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/business-market-development/agrifood-business-management/taking-stock>
- **Enterprise Budgets** provide information on production costs and returns to quickly evaluate a farm business. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/business-market-development/agrifood-business-management/running-a-farm-business/enterprise-budgets>
- **BC Farmland Lease Workbook** helps guide potential lessors and lessees in developing a lease agreement. https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/farmland_lease_workbook_final.pdf
- **B.C Good Agricultural Practices Guides** provides a whole-farm approach covering all aspects of food safety of crop and livestock production. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/food-safety/good-agricultural-practices>
- **Production Guides** provide production, pest management and best practices on crop production. Check out the Animal Production Guides for business and health requirements, practices and standards for livestock production. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/animals-and-crops/crop-production/crop-production-guides>
- **Farm Diversification through Agri-Tourism Guidebook** provides step-by-step guidance to farmers who are interested in engaging in agri-tourism. https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/business-planning-guides/agritourism_guide_2017.pdf

FUNDING PROGRAMS

- **B.C. Indigenous Agricultural Development Program** provides funding for Indigenous communities to assess the feasibility of their agriculture opportunities, engage the community and receive coaching and specialized business planning services from a Qualified Business Consultant.
<https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/indigenous-agriculture-development-program>
- **Knowledge Transfer Events** provides funding for Indigenous knowledge transfer events to support peer learning, education training and relationship building opportunities. Contact Knowledge.Transfer@gov.bc.ca to get in touch with an Indigenous Business Agrologist to discuss your event.
- **AgriServiceBC Webinars and Educational Workshops** provide training on business management and technical skills to help new and existing farmers protect and grow their investments. Contact us at agriserviceBC@gov.bc.ca or visit our website at: <https://www2.gov.bc.ca/gov/content/industry/agriservice-bc>
- **Environmental Farm Plan and Beneficial Management Practices Programs** support existing farm operations to complete agri-environmental risk assessments and provide cost-shared project funding to increase agricultural sustainability. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/environmental-farm-plan>
- **B.C. Agri-Business Planning Program** provides specialized business planning support to enable existing B.C. producers and processors to make more informed decisions or complete disaster recovery planning. Eligible applicants can access up to \$5,000 for individuals and \$30,000 for groups for business planning services from a Qualified Business Consultant. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/agri-business-planning-program>
- **Farm Adaptation Innovator Program** supports collaborative research, demonstration, and knowledge-sharing to promote adoption of effective farm practices, approaches and technologies to support farm-level adaptation to climate change. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/farm-adaptation-innovator-program>
- **Canada-BC Agri-Innovation Program** is designed to accelerate the pace of innovation to enhance the sector's competitiveness, sustainability, productivity and resiliency. The program provides cost-shared funding to support the development and adoption of promising new products, practices, processes and technologies. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/canada-bc-agri-innovation>
- **Traceability Adoption Program** supports B.C. agrifood and seafood businesses to increase awareness and implementation of traceability systems, practices, infrastructure and technologies.
<https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/traceability-knowledge-transfer>

PROGRAMS AND SERVICES FOR B.C. AGRIFOOD PRODUCERS

The governments of B.C. and Canada as well as local organizations and institutions provide B.C. producers with various resources to support business planning, financing and skill development opportunities that encourage success in the agriculture industry. Several of the listed programs are supported through the Canadian Agricultural Partnership.

ASSISTANCE, INFORMATION AND RESOURCES

- **Advisory Services** connects prospective or established farmers with an Agrologist at the Ministry of Agriculture for advice, technical support, and referral services. Contact agribusiness@gov.bc.ca to get in touch with an Agrologist today.
- **Agriculture Management Institute's (AMI) tool "Making a case for growing new crops"** is an online calculator that takes into consideration input costs, yield measurements (bushels, cwt, kg, etc.), budget plans and expected yields to provide producers with a baseline plan of what producing the crop will cost. <http://takeanewapproach.ca/growingnewcrops/#!/>
- **B.C. Farmland Lease Workbook** helps guide potential lessors and lessees in developing a lease agreement. https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/farmland_lease_workbook_final.pdf
- **B.C. Good Agricultural Practices Guides** provides a whole-farm approach covering all aspects of food safety of crop and livestock production. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/food-safety/good-agricultural-practices>
- **B.C. Guide for Agricultural Lease Agreements** this guide provides basic information on leasing, along with sample leases and web links to lease documents online to get started. https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/first-nations-agriculture/guide_for_agriculture_lease_agreements_bc.pdf
- **BC Institute of Agrologists** have over 1,300 practicing Agrologists, who are professionals in areas including agriculture, food production, environment and resource management. Find an Agrologist: <https://www.bcia.com/about-bcia/find-an-agrologist>
- **B.C. Land Matching Program** provides land matching and business support services to new farmers looking for land to farm as well as landowners interested in finding someone to farm their land. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/land-matching>
- **Canadian Association of Farm Advisors** helps family farm businesses solve their unique challenges. <https://www.cafanet.ca/advisor-listing/>
- **Enterprise budgets** provide information on production costs and returns to quickly evaluate a farm business. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/business-market-development/agrifood-business-management/running-a-farm-business/enterprise-budgets>
- **Farm Diversification through Agri-Tourism Guidebook** provides step-by-step guidance to farmers who are interested in engaging in agri-tourism. https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/business-planning-guides/agritourism_guide_2017.pdf
- **Farm Management Canada** provides business management information, webinars, tools and resources to position Canada's farmers for success. <https://fmc-gac.com/what-are-you-looking-for/>

- **Growing Your Farm Enterprise** is a supplemental guide that has tips on how to grow a farm business once established. <https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/growingyourfarm.pdf>
- **Production Guides** provide production, pest management and best practices on crop production. Check out the Animal Production Guides for business and health requirements, practices and standards for livestock production. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/animals-and-crops/crop-production/crop-production-guides>

FUNDING PROGRAMS

- **B.C. Agri-Business Planning Program** provides specialized business planning support to enable existing B.C. producers and processors to make more informed decisions or complete disaster recovery planning. Eligible applicants can access up to \$5,000 for individuals and \$30,000 for groups for business planning services from a Qualified Business Consultant. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/agri-business-planning-program>
- **Canada-BC Agri-Innovation Program** is designed to accelerate the pace of innovation to enhance the sector's competitiveness, sustainability, productivity and resiliency. The program provides cost-shared funding to support the development and adoption of promising new products, practices, processes and technologies. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/canada-bc-agri-innovation>
- **Environmental Farm Plan and Beneficial Management Practices Programs** support existing farm operations to complete agri-environmental risk assessments and provide cost-shared project funding to increase agricultural sustainability. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/environmental-farm-plan>
- **Farm Adaptation Innovator Program** supports collaborative research, demonstration, and knowledge-sharing to promote adoption of effective farm practices, approaches and technologies to support farm-level adaptation to climate change. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/farm-adaptation-innovator-program>
- **Traceability Adoption Program** supports B.C. agrifood and seafood businesses to increase awareness and implementation of traceability systems, practices, infrastructure and technologies. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/traceability-knowledge-transfer>
- **BC Agricultural Production Insurance Program** helps producers manage their risk of crop losses caused by hail, spring frost, excessive rain, flooding, drought, etc. To learn more about the benefits of buying production insurance coverage: <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/production-insurance>
- **Agriculture and Agri-Food Canada** offers a number of programs and services that provide support to Canadian businesses. <http://www.agr.gc.ca/eng/programs-and-services/?id=1362151577626>
Programs of potential interests include:
 - **Agriculture Youth Jobs Initiative** is a cost-share opportunity for farm operators to provide internships for post-secondary graduates and high school students interested in working in the agriculture industry.
 - **Canadian Agriculture Loans Act** is a program designed to help increase the availability of loans to farmers and agricultural co-operatives.
 - **Advances Payments Program (APP)** is a federal loan guarantee program which provides agricultural producers with easy access to low-interest cash advances. Call their offices directly to inquire about adding additional products to the rates list.
 - **AgriStability** protects agricultural producers against declines in their net farming income due to market conditions, production loss or increased costs of production. Payments are made if a producer's current year margin falls more than 30% below their reference margin.
 - **AgriInvest** helps manage small income declines, and provides support for investments to mitigate risks or improve market income

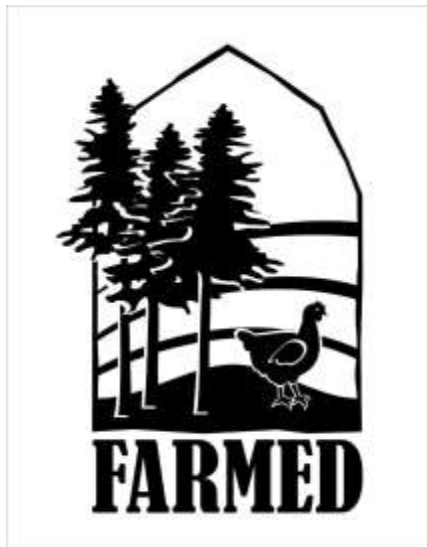
For more information on Government-led events, programs, resources or services available to support agrifood producers, please visit: <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs> or contact AgriServiceBC@gov.bc.ca

First Nations within the Cariboo

A Communication Strategy for First Nations within the Cariboo Region

April 2019

Prepared for North Cariboo Agricultural Marketing Association (FARMED)



Prepared by:
Industrial Forestry Service Ltd.



INDUSTRIAL FORESTRY SERVICE LTD.

Natural Resource and Geomatics Consultants

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Introduction

The Cariboo Regional District is a vast and diverse region of British Columbia, Canada, located in the central-interior of the province (Figure 1). As of 2019, there are four main First Nation governing bodies within the Cariboo region, each composed of multiple bands:

- Carrier Chilcotin Tribal Council
- Southern Dākelh Nation Alliance
- T̓silhqot'in National Government
- North Shuswap Tribal Council

For the past 10,000 years, the Secwepemc (Shuswap), T̓silhqot'in and Dakelh nations have occupied the Cariboo-Chilcotin region. They historically have relied on natural resources to sustain their economies while also trading with coastal nations to expand their commercial reach.



Figure 1. Map of the Cariboo Regional District.

Meaningful communication with First Nations is an important step for all industry and groups within British Columbia that are involved in working on the land which may include traditional territory of First Nations. Traditionally, First Nations throughout the region were hunters and gatherers, with some Nations also actively involved with ranching. More recently, there is a growing movement of some Nations to expand their industry to include diversified economic ventures, including agriculture. The growing concern around health and food security is one driver for the increase in agriculture interest, which provides an opportunity to engage with these communities.

The development of a communication strategy for the Agricultural Development Advisory Committee (ADAC) provides the framework on respectful consultation with First Nation groups in the Cariboo, based on data collected from available resources (e.g. B.C. provincial government, economic development agencies, etc), and supplemented with interviews of local knowledge holders who were able to contextualize this information to the region. The knowledge holders interviewed include Nicole Pressey (Ministry of Agriculture), David Zirnhelt (local farmer and consultant), Tyler

“Aboriginal is an umbrella term that is used to describe the first inhabitants of Canada. Aboriginal peoples are made up of the following three groups; Indians or First Nations, Métis and Inuit. These are three separate peoples with unique heritages, languages, cultural practices and spiritual beliefs.

First Nation is the more politically correct term used to describe Indians, both Status and Non-Status. In BC there are 198 First Nations who have the greatest Aboriginal cultural diversity in Canada.”

-Community Futures Aboriginal Engagement Toolkit

Jasper (Vision Quest Consultant) and Titi Kinkel (Acting Regional Chair of South-Central UNBC, Adjunct Professor of First Nations Studies Program UNBC). They were able to share their experiences with engagement of First Nation communities throughout the region and provide some direction on how to approach specific groups in the future. Recommended steps for what to do before contact, how initial contact can be done respectfully, and how to maintain engagement, are outlined below.

Communication and Engagement Strategy

It is important to acknowledge that each First Nations community is unique and may have different cultural norms and preferences; still, there are general respectful engagement and communication principles to be followed when developing a partnership with First Nations, which include the development of trust, goodwill, respect, commitment and transparency.¹ The relationships that are to be built will take time and continued dedication, with the goal of developing into successful engagement.

Prior to Initiating Contact

There are things that can be done to help inform those trying to engage with First Nations before reaching out for initial contact, including exploring the community's history and language, developing understanding of the community's capacity and preparing relevant documentation of the purpose of your engagement.

Consultation Procedures for B.C. Government

Phase One: Preparation

1. Identify First Nation
2. Identify treaties or process agreement(s)
3. Review readily available information
4. Consider consultation levels
5. Decide who will engage First Nation

Phase Two: Engagement

1. Provide information and seek input
2. Engage First Nation(s)
3. Complete consultation at appropriate level

Phase Three: Accommodation

1. Assess consultation and need to accommodate
2. Identify accommodation options
3. Propose accommodation measure and attempt to reach agreement

Phase Four: Decision and Follow-Up

1. Assess consultation and accommodation record
 2. Provide decision to First Nation
 3. Ensure implementation of accommodations
- Guide to Involving Proponents When Consulting First Nations

History and Background Information

Before reaching out to First Nations group, it is important to begin by researching into the community's background, and to gather all the information you can on their values, objectives and interests. A backgrounder was created for ADAC in 2019 that outlines the history and current engagement of the First Nation's groups within the Cariboo, with emphasis on agriculture interests. Making an effort to research and understand the history and culture of a First Nation's community is essential to demonstrate an organization's commitment and respect in the partnership. As with any consultation and engagement process, first impressions are often lasting impressions.

The Government of British Columbia has recommended principles to follow that will encourage progressive practices and values, and will build competencies of staff to do this work.² Many of these relate to understanding as much as you can about the culture of the groups you are working with, being engaged in

¹ Building Relationships with First Nations. Respecting Rights and Doing Good Business. Government of British Columbia.

² Ibid.

communication and open to sharing and listening to new ideas. These principles can be applied to all engagement situations to help create a respectful environment. Examples of these principles include:

- increasing personal responsibility and ownership of social and legal issues;
- allowing an “investment upfront” approach to financial management practices;
- facilitating cultural awareness, differences and acceptance;
- advancing communication and collaboration skills;
- demonstrating respect for First Nation knowledge and uses of lands and resources;
- understanding the importance of lands and resources to First Nations;
- understanding role of youth in First Nation societies;
- understanding the potential of mutual benefits;
- acting with honour, openness, transparency and respect;
- creating a presence in the community;
- providing support for preserving First Nation cultures;
- understanding the nature of First Nation economies and governance;
- developing First Nation engagement, employment, environmental, and/or social responsibility policies.³

Much of the information in the interviews resonated with the values referenced throughout the engagement literature. ADAC is able to use an agronomy lens to address these principles and outline the benefits of agriculture to First Nation leaders. First Nation’s respect for the use of the land relates directly to agriculture, as it is based around a relationship with the soil, weather, and all the organisms living there. Women are important leaders in many First Nation communities, being able to talk with them about their values and implementing them can help bring future projects to fruition. These influential women often value community and family, which are vital in their culture and the access to fresh, healthy food can improve the health of those living in the area. With agriculture, there is strong potential to engage youth in outdoor, physical work that would provide a benefit to the whole community. By addressing how agriculture can help with each of these groups to provide advantages to their community, the engagement process will be more successful.

It was recommended in an interview that anyone conducting engagement work should consider signing up for a free course that was developed to educate anybody interested in learning more about First Nations culture and how to improve communication (See Other Resources for more information).⁴

Language

British Columbia is home to 203 First Nations communities and an amazing diversity of Indigenous languages; approximately 60% of the First Nations languages of Canada are spoken in British Columbia.⁵ It is important to recognize the traditional language of the community; to learn how to accurately pronounce their names and to inquire about traditional knowledge. The First Peoples’ Heritage,

³ Ibid.

⁴ Indigenous Corporate Training INC.

⁵ A Guide to Aboriginal Organizations and Services in British Columbia (December 2013).

Language and Culture Council (FPHLCC) created the First People's Language Map of B.C., which is an online tool which outlines which languages are spoken throughout the province in various communities. As a reference, Table 1 provides the phonetic pronunciation of each of the First Nations groups located in the Cariboo.

Table 1. Phonetic Pronunciation of First Nations Groups within the Cariboo from the British Columbia Government: A Guide to Aboriginal Organizations and Services in British Columbia (December 2013).

First Nations Group	Pronunciation
Carrier Chilcotin Tribal Council	
Carrier Chilcotin	carry-er chill-ko-tin
Lhoosk'uz Dene	looze-k' U z den-ay or (alternatively) thlooz-k-ooz den-ay
Lhtako Dene	lah-ta-ko denay or (alternatively) thl-ta-ko den-ay
Toosey (Tl'esqox)	two-zee
Ulkatcho	ul-kat-cho
Southern Däkelh Nation Alliance	
Nazko	nazz-co
<i>Tsilhqot'in National Government</i>	sill-ko-teen or (alternatively) tsill-ko-teen
?Esdilagh	ess-dey-la
Tl'etinqox-T'in	kleh-deen-ko-teen or (alternatively) tle-teen-koh-teen
Tsi Del Del/Tsideldel	tsigh-dell-dell
Xeni Gwet'in	hon-ay gwi-teen
Yunesit'in	you-neh-seh-teen
North Shuswap Tribal Council	
Tsq'escen'	chess-ken
Xats'ull	hat-sull
Stswecem'c/Xgat'tem	St-wet-lem hight-lem
T'exelc	teh-huwl
Esk'etemc	ess-ke-tem

Capacity

Each First Nations group has a different population size and various levels of community involvement, which impacts their capacity to respond to inquiries and effectively connect you with community members who may be interested in becoming involved in a project. Interviewees indicated that it requires a local champion to want to be involved, who has time and resources needed to initiate and implement a project. Unless it is mandated for somebody to work on something the Chief and Council, new projects will often not be taken on, and it may take a while to find the right person to fill this role.

Each community's government is structured differently, and there may not be staff mandated to work on agricultural initiatives, which can create challenges during the initial stages of the engagement process. Finding the appropriate person to connect with can therefore take longer than expected, and

should be considered in project timelines.⁶ Local champions often hold multiple positions, making them hard to reach. Furthermore, you must give these people time to consult with their membership on any new projects and initiatives, so last-minute requests will not be viewed upon favourably.

Prepare Documentation

It is considered good practice to keep a log of communication, which lists who was contacted, when, and about what. This could be extremely important in non-profit organization or a group that may experience turnover in staff, as it provides a reference of past connections and responses (an example is provided in Further Resources⁷). Keeping a record of this information reduces the chance of contacting the same group multiple times, and helps identify which groups are not being consulted or not responding on a regular basis to engagement efforts. This could prompt further research or a re-evaluation into appropriate contacts for a specific group, emphasizing the importance of having a local champion and identifying capacities challenges in individual communities.

It is also important to have a clear and concise outline of who you are and what your objectives are. Remember the importance of trust and being transparent in what the objective and goals of a project would be. This information should be shared during initial contact, and presented in various formats to ensure it easy to understand (e.g. written in a letter, discussed over the phone, or visually if possible in person). A draft document can be prepared, which can be altered for each group, which should contain that outline of who, what and why. Using the same core document can help with consistency and simplification, between all the groups that have been contacted, if reaching out to multiple groups at the same time.

Initiating Contact

How to initially contact a First Nation community, and who to address the information to, will vary between groups. The following general recommendations come from a variety of sources and include information from all four interviewees.

Formal initial contact should be done through a letter addressed to the Chief and Council, ensuring to identify the organization reaching out, the objectives of the engagement and the request. If no response is received, a follow up with a phone call to the band office is suggested, to reiterate the contents of the letter and to ask who the appropriate contact would be to engage with on the specific topic (e.g. Natural Resources or Economic Development Departments). It may also be appropriate to visit the band office in person and talk to staff, if they have time and are willing; bringing along a gift is also encouraged (e.g. food or beverage). Though the letter to Chief and Council, followed by a cold call, does not always receive a response, it is important to pay this respect prior to, or in conjunction with, reaching out to other internal contacts.

The initial letter should explain who the engaging group is and what their objectives are. It should also include what they are expecting from the First Nations group, whether it is just to share knowledge and

⁶ Building Relationships with First Nations. Respecting Rights and Doing Good Business. Government of British Columbia.

⁷ Communication Log Template. Government of British Columbia.

information or to fully engage in an agricultural project. Be sure to mention if there has ever been past engagement with a specific group and names of those who have been involved in the past. This emphasizes the importance to keep records in a communication log.

If the initial outreach to the First Nations community is successful, the engaging group may be invited to present to the chief and council, which would be a great way to provide a narrative of the group (e.g. ADAC) to the leaders of the community and clearly express their goals and initiatives effectively. A presentation like this is a great opportunity to build a relationship with an important member of the community and find common interests and objectives. A presentation is also an opportunity provide information in a non-written manner, which is important as some First Nation communities have expressed a preference for information sharing through oral and visual means.

As mentioned above, there are less formal ways of reaching out to First Nations groups which can be used in combination with a formal letter to the Chief and Council. Table 2 (outlined below) lists various internal contacts that have been identified by various local knowledge holders as key points of contact within various communities, when working within the agriculture sector. Interviewees suggest including these people in the initial outreach to Chief and Council, as they may be in a position to initiate the required next steps of communication, as those in the offices and on the council are often inundated with requests and may not have capacity to respond in a timely manner. Band managers and economic development managers are also important to reach out to during these requests, though projects will not often be developed unless mandated to do so by Chief and Council.

Furthermore, it was recommended to invite a representative from the community to attend the organizations' future meetings, allowing the representative to share their information and ideas equally. This should be done for every meeting, as continued open invites show dedication; however, the position of representative should hold no pressure to attend. Providing an equal opportunity for direct participation in ADAC meetings will indicate an honest introduction and indicate transparency. An important consideration for these invites is that many people in these communities may not have the means to travel to every meeting, and therefore, an option to join remotely should be considered. If they are not able to attend but have expressed interest, it is good practice to follow-up with meeting minutes, a desire to discuss details following the meeting, and to extend an invitation to the next meeting.

Building trust was identified by each interviewee as one of the most important considerations when working towards engagement with a First Nations group. The Aboriginal Engagement Toolkit provides various recommendations for the development of trust, including being able to focus on building a relationship with members, before business matters are discussed, and visiting communities regularly.⁸ Interviewees emphasized the need to clearly express transparency and a willingness to learn. Specifically, it was noted that humor as something many First Nations will appreciate and should not be overlooked.

⁸ Community Futures: Aboriginal Strategic Committee. 2008. Community Futures British Columbia Aboriginal Engagement Toolkit

Community Futures resonates with that fact, stating in a recommendation that “humour is an excellent tool as long as it is done ‘with’ and not at the expense of the other party.”⁹

Continued Communication

Once a relationship has been made, it is important to maintain a regular flow of communication with the First Nations community. This includes providing information on projects in multiple forms so that those in the community can stay engaged, provide feedback and direction, and continue active involvement. This requires going to the community, having informal discussions, and formal presentations. Writing newsletters that include both updates and outlining the organization’s mandate with the community will help gain community interest and build up recognition of the organization’s name within the community.

It was also noted that organizations should keep a flexible schedule, allowing time for the community to respond, gather information and resources. Interviewees repeated the importance of taking the time to go for food or drinks when invited to do so, which related to the need for flexibility. It is considered a sign of respect to stay for meals or a coffee, and is very important to First Nation culture.

Relationships are ever evolving and should not be taken for granted; empty promise can be damaging to existing and future collaborative activities and ensuring regular, appropriate communications (e.g. project timelines, results, etc.) is very important. If a group has a negative experience, they begin to lose trust and it becomes more difficult to build relationships down the road. There is a long history of First Nations not being respected, and of promises that never came to fruition. To continue this pattern of abuse will only lead to extensive problems in the future. Whenever a request for input and feedback is made, it is critical to follow up and report back findings – both for relationship development as well as ensuring the results accurately describe the communities’ input.¹⁰ Good intentions without proper delivery can end up causing more problems than if no consultation was conducted. In summary, continued communication and openness to new ideas from the First Nations groups on how to proceed is critical.

Working with Specific First Nations Groups

One approach to improve engagement outcomes is by collaborating with an individual that already has a strong relationship within the group that is being reached out to. This person may be somebody from the community, a consultant that has previously or is currently working with the group, or a government employee, who can provide a personal introduction.

Based on the information gathered from the interviews we can outline some specific information and contacts for individual First Nations groups (Table 2). This is not an exhaustive list, but is intended to be a baseline of information that can be built upon through future interviews and outreach. The information was collected in 2018 and 2019, and was accurate at the time of publication; contacts are subject to change, and regularly updated internally.

⁹ Ibid.

¹⁰ Ibid.

Table 2.0 First Nation Bands within the Cariboo Regional District who have expressed an agricultural interest in the past, agriculture stakeholders with existing relationships to these bands, and known area(s) of agriculture interest.¹¹

First Nations Group	Known Area of Interest	Contacts
T̓ilhq̓ot'in National Government	-Stewardship Council involving representative from each band	-Megan Dark (nutritionist, advisory for TRU) -Send introduction email to Chief and council CC Shawn Weib
Yunešit'in	-Two tunnel greenhouses in operation, hired a KPU graduate as Manager -Industrial Hemp (Vision Quest)	-Dwayne Emerson (Band Manager)
̓Esdilagh	-Revitalizing alfalfa fields -Ranching Operation -Agriculture Department (2019) invasive weeds with Thompson Rivers University. Daryl Johnny, Agriculture Department: agriculture@esdilagh.ca ¹²	-Drop into Office Recommended -Chad Stump -Scott Schoolfield
Tl'esqox (Toosey Indian Band)		-Joyce Cooper -Sheirly Pat Chamberlan (Consulting/funding)
North Shushwap Tribal Council		
Stswecem'c Xgat'tem Canoe Creek Indian Band/Dog Creek Indian Band	-Goats, targeted weed management -Market garden	-Freya Kellet (Farm Advisor)
T'exelc Williams Lake Indian Band	-150 Mile Ranch -Hemp Production (CBD oil)	-June Harry (Ranch manager 150 Mile Ranch) -Kirk Tresler - Aaron Higginbottom (250)296-3507 (Resource Steward)
Tsq'escen' Canim Lake Indian Band	-Land-based fish farm -Indigenous 4H Club	-Roy Christopher -Call Office recommended -David Zeirnheilt (Developing land management treaty)
Xats'ull Soda Creek	-Native plant seed production	-Howard Henderson -Gord Keener (Farmer and growers Co-Op)
Southern D̓ākelh Nation Alliance		
Lhatko Dené Nation	-Food security interests	-Gary Yablonski, Band

¹¹ The information provided in this table was recorded during a meeting between the Ministry of Ag Staff CARA and FARMED and through various interviews with local knowledge holders unless otherwise noted.

¹² ̓Esdilagh Website

	-Potential community garden -Has a greenhouse frame on site	Administrator/ Operations Director; g.yablonski@lhtako.ca (250) 747-2900 Ext: 301 -Jean Christie jean@lhtako.com
Lhoosk'uz Dené Nation Kluskus Indian Band		- Allen Okade- band manager for multiple bands: Aokabe@ganhada.com
Nazko First Nation	-Interested in health and wellness, access to healthy foods	

Other considerations that are variable to each community include accessibility of information for the community, transportation to and from meetings, literacy and education, and capacity of the current form of leadership for the band to involve the community members and share information. These details can be provided by local knowledge holders, but may be sensitive topics and must be approached with underlying respect and trust. Other notes from interviewees:

- Upon introductions, it is customary to provide a gift upon visiting a First Nation community. Gift baskets of local foods are suggested.
- Visiting the community is important for building trust, but be sure to be invited first. Some communities are very isolated.
- For projects that are politically based, the alliances that have been formed by some bands would help. Otherwise addressing individual groups would be more beneficial to have successful follow through.
- Topics that would relate to internal or external politics should be avoided.
- Levels of education, literacy and computer skills vary within and between communities, and providing information in different forms would be helpful (e.g. newsletters or presentations).

Conclusion

With this wealth of information from a variety of resources one would think communication would be simple, but it remains a complex system as each individual is different and every organization or group of people have different practices that they follow and constantly changing interests. There is not a step by step guide to perfectly engage with every First Nations group. The resources provided by the government of Canada and B.C. focus on large scale resource-based projects, which are a starting point but does not provide the required context for relationship building. That is, the government does not outline how to approach each individual First Nations group or who is the best point of contact within each group, which is an ever changing and difficult position (*A Guide to Aboriginal Organizations and Services in British Columbia* was completed in 2013).

With respect and time, any group has potential to engage with the First Nation communities in the Cariboo. Agriculture has been a growing industry across British Columbia, and the importance of knowledge sharing with First Nations groups, especially in regards to living on and with the land, is important to maintain, as with proper consultation and relationship building, the growth of agriculture in First Nation communities in British Columbia may also rise.

Other Resources

1. The government in British Columbia has created multiple documents regarding what good consultation with First Nations should look like. These documents describe information on how a proponent would engage with a First Nations group and are a great resource for detailed engagement strategies. Although ADAC is not asking to change the land as a proponent is described, this information can provide a base of proper practices even when reaching out for communication on agriculture and economic extension. Two of these documents that provide useful information are:

A Proponent in First Nation's Engagement

"Any party preparing for or making an application to government, including industry, local governments, federal agencies and Crown corporations are encouraged to engage First Nations as early as possible when seeking a decision. Proponents who are involved in consultation should document their engagement activities, share their consultation record with provincial staff, and advise staff of any issues that arise."

-Government of BC- Guide to Involving Proponents When Consulting First Nations

- Building Relationships With First Nations: Respecting Rights and Doing Good Business
https://www2.gov.bc.ca/assets/gov/environment/natural-resource-stewardship/consulting-with-first-nations/first-nations/building_relationships_with_first_nations_english.pdf
- Guide to Involving Proponents When Consulting First Nations
https://www2.gov.bc.ca/assets/gov/environment/natural-resource-stewardship/consulting-with-first-nations/first-nations/involving_proponents_guide_when_consulting_with_first_nations.pdf
- A Guide to Aboriginal organizations and Services in British Columbia (December 2013) <https://www.cab-bc.org/file-download/guide-aboriginal-organizations-and-services-british-columbia>
- First Nations Agriculture Needs Assessment :
https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/first-nations-agriculture/first_nations_agriculture_needs_assessment.pdf
- The Guide to Indigenous Organizations and Services is a resource listing of Indigenous community-based services and organizations. Information within the Guide changes frequently and we rely upon organizations to provide updates as contact information changes. <https://www2.gov.bc.ca/gov/content/governments/indigenous-people/aboriginal-organizations-services>

- [illegible]

6. Indigenous Corporate Training INC. Free courses on Indigenous Awareness, Working Effectively with Indigenous Peoples, Indigenous Consultation and Engagement, Creating and Indigenous Engagement Plan and How to Negotiate with indigenous Peoples. <https://www.ictinc.ca/>
7. Funding for First Nations communities to get involved with agriculture. <https://www.newrelationshiptrust.ca/initiatives/economic-development/>
8. B.C. Indigenous Agriculture Development Program: The B.C. Indigenous Agriculture Development Program identifies and supports the development of agriculture and agri-foods opportunities within Indigenous Communities, Tribal Councils, and Economic Development Corporations. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/indigenous-agriculture-development-program>
9. The Aboriginal Agriculture Initiative (AAI) objectives for the Agriculture sector are to increase economic development opportunities for Aboriginal Canadians within the Agriculture sector. This is intended to lead to greater participation by aboriginal peoples in the Canadian economy through: planned and integrated economic development activities; the identification of economic and business opportunities; capacity building; investment in economic infrastructure; the creation and expansion of viable businesses; and investments and partnerships in economic and resource opportunities. Created by the Strategic Partnership Initiative and partnered with Agriculture and Agri-Food Canada and Aboriginal Affairs and Northern Development Canada. <https://www.aadnc-aandc.gc.ca/eng/1427463404189/1427463550514>
10. The First Nations Agriculture Association (FNAA) believes that agriculture is the cornerstone of economic development for all nations. FNAA assists in the start-up promotion and sustainability of Aboriginal agri-businesses in British Columbia by: Assisting Aboriginal communities and producers to build capacity and develop their agriculture, agri-food, or traditional agricultural based businesses through the provision of culturally appropriate assistance, marketing, education, and financial products and services.
Telephone Number: (778) 469-5040 FAX Number: (778) 469-5030 Mailing Address: PO Box 1186 Station Main, Kamloops, BC V2C 6H3; Website: <http://www.agriguide.ca/organization/first-nations-agricultural-association> Forwarded link to: <https://cahrc-ccrha.ca/#>

11. BC Government Working with First Nations in British Columbia

Susan O'Sullivan, Manager, First Nations Relations 250 398-4347
Jason Kerley, First Nations Consultation Coordinator 250 398-4249
Conrad Cofre, Senior Advisor, First Nations Relations 250 398-4570
**Emily Watson, Senior Advisor, First Nations Relations 250 398-4249*
Kristy Palmantier, Advisor, First Nations Relations 250 398-4570
Kristina Zoller, First Nations Analyst, 250 398-4348

A document listing all of the First Nations government and contact information was created by Emily Watson* and updated by Nicole Pressey. The most recent and updated version on this document (April 2019) is provided (Appendix B). A list of the four main governing bodies within the region is also provided (Appendix A) with some more detailed information on communication.

Appendices

Appendix A

Table 1. First Nation Governing Bodies in the Cariboo Region (2019)		
<i>First Nation Government</i>	<i>Contact</i>	<i>Members</i>
<u>Carrier Chilcotin Tribal Council</u>	Web: www.carrierchilcotin.org 59 South 1 st Avenue Williams Lake, BC V2G 1H4 Phone: 250-398-7033 Email: main@carrierchilcotin.org Referrals: <i>Executive Director, <u>Shawn Holte</u></i> <i>Phone: 250-398-7033 ext. 209</i> <i>Email: ed@dakelh.ca</i>	-Lhoosk'uz Dene -Lhtako Dene -Tl'esqox of the Tsilhqot'in -Ulkatcho
<u>Southern Dākelh Nation Alliance</u>	Web: www.dakelh.ca 59 First Avenue South Williams Lake, BC V2G 1H4 Referrals: Executive Director/Lead Negotiator,	-Lhoosk'uz Dene -Lhtako Dene -Nazko -Ulkatcho

	<u>Shawn Holte</u> 250-398-3375 ext. 309 ed@dakelh.ca Executive Assistant, <u>Tammy Keith</u> (250) 398-7033 ext. 207 execassist@dakelh.ca	
<u>T̓silhqot'in National Government</u>	Web: www.tsilhqotin.ca Main Office: 253 4th Avenue North Williams Lake, BC V2G 4T4 Phone: 250-392-3918 Negotiations and External Affairs: 1729 South Lakeside Drive Williams Lake BC, V2G 3A9 Phone: (778) 799-2145 Fax: (778) 799-2142 Mailing Address: P.O. Box 4396, Williams Lake, British Columbia, V2G 2V4 Referrals: Luke Doxtator, Stewardship manager Email: luke@tsilhqotin.ca <u>TNG Executive Director</u>, Michael Geoghan, director@tsilhqotin.ca , ext. 118 <u>Executive Assistant</u>, Sharmon Alphonse,	-?Esdilagh -Tl'etinqox -Tsi Del Del -Xeni Gwet'in -Yunesit'in -Tl'esqox

	admin@tsilhqotin.ca , ext. 116 Reception, Teriann Elkins, reception@tsilhqotin.ca , ext. 100 Negotiations and External Affairs: Executive Lead, Jay Nelson, contact through Daana Gilpin Executive Assistant, Daana Gilpin, dgilpin@tsilhqotin.ca , ext. 2810 Reception, James Evans, receptionn@tsilhqotin.ca , ext. 2000 Administrative Assistant, Tammy Haller, thaller@tsilhqotin.ca , ext. 2000	
<u>North Shushwap Tribal Council</u>	Web: http://northernshuswaptribalcouncil.com/ 17 South 1st Avenue Williams Lake, BC V2G1H4 Phone: 250-392-7361 Fax: 250-392-6158 (Acting) Executive Director: Christy Smith executivedirector@nstq.org Bonnie Slack – Operations Coordinator Email: administration@nstq.org Referrals: Kate Hewitt (Stewardship Technical Coordinator) Email: stewardshiptech@nstq.org	-Canim Lake -Soda Creek -Stswecem’c/Xgat’tem -Williams Lake

Appendix B**Table 2. All First Nation Governments within the Cariboo Regional District (2019)**

<i>First Nation Government</i>	<i>Contact</i>	<i>Chief and Council</i>
<u>Carrier Chilcotin Tribal Council</u>	Web: www.carrierchilcotin.org 59 South 1st Avenue Williams Lake, BC V2G 1H4 Phone: 250-398-7033 Email: main@carrierchilcotin.org Referrals: Executive Director, Shawn Holte Phone: 250-398-7033 ext. 209 Email: ed@dakelh.ca	Members: - <u>Lhoosk'uz Dene</u> - <u>Lhtako Dene</u> - <u>Tl'esqox of the Tsilhqot'in</u> - <u>Ulkatcho</u>
Lhoosk'uz Dené Nation* Kluskus Indian Band	Web: www.lhooskuz.com carrierchilcotin.org/lhooskuz-dene-nation/ #101-231 Anderson Drive Quesnel, BC V2J 3K4 By Email: Admin@lhooskuz.com By Phone: (250) 992-3290 <u>Referrals:</u> Neil Gauthreau BA - Natural Resource Manager and New Gold Liaison Email: resources@lhooskuz.com	<u>Chief Lillian Squinas</u> <u>Councillors</u> -Violet Boyd -Ella Stillas -Rosa Chantyman -June Baptiste
Lhtako Dené Nation*	Web: carrierchilcotin.org/lhtako-dene-nation/ 1515 Arbutus Rd Quesnel BC, V2J-5H8	<u>Chief Clifford Lebrun</u> <u>Councillors</u> Raymond Aldred

	Phone #: +1 (250) 747-2900 Email: reception@lhtako.ca <u>Referrals:</u> Referral/ Consultation Technician Email: referral@lhtako.ca Phone #: (250) 747-2900 Ext: 306 Jean Christie; Email: jean@lhtako.com Gary Yablonski, Band Administrator/ Operations Director; Email: g.yablonski@lhtako.ca Phone #: (250) 747-2900 Ext: 301	Wanda L. Aldred Denise L. Paul (Cindy Aldred)?
Tl'esqox (Toosey)*	Web: http://carrierchilcotin.org/tlesqox-of-the-tsilhqotin/ PO Box 80 Riske Creek, Hwy 20, BC V0L 1T0 Phone: 250-659-5655 Email: band_manager@toosey.ca Referrals: Nonita Johnny - Community Referral Worker Email: nonita@tsilhqotin.ca Tl'esqox Referral Worker, Elizabeth Rosette, erosette@tsilhqotin.ca, (250) 659-5655	<u>Chief Francis Lacey</u> <u>Councillors</u> Violet Fuller William Isnardy Clayton Palmantier

Ulkatcho First Nation* Anahim Lake	Web: www.ulkatcho.ca http://carrierchilcotin.org/ulkatcho-first-nation/ PO Box 3430 Anahim Lake, BC V0L 1C0 Phone: 250-742-3260; (250) 742-3288; (250) 742-3289 Email: I_hennigar@ulkatcho.ca Referrals: Daryl Sulin Email: ulkatchoresources@gmail.com resources@ulkatcho.ca (off website) Phone Ext. 215 Keith Beerling, Director of Administration Email: manager@ulkatcho.ca 250-742-3288 Ext. 218	<u>Chief Betty Cahoose</u> <u>Councillors</u> Tyler Sill Harvey Sulin Stella West Nelson (Charlie) Williams Allan Louie
<u>Southern Dākelh Nation Alliance</u>	Web: www.dakelh.ca 59 First Avenue South Williams Lake, BC V2G 1H4 Referrals: Executive Director/Lead Negotiator, <u>Shawn Holte</u> 250-398-3375 ext. 309 ed@dakelh.ca	Members: - <u>Lhoosk'uz Dené</u> - <u>Lhtako Dené</u> - <u>Nazko</u> - <u>Ulkatcho</u>

	Executive Assistant, <u>Tammy Keith</u> (250) 398-7033 ext. 207 execassist@dakelh.ca	
Lhoosk'uz Dené Nation* Kluskus Indian Band	Web: www.lhooskuz.com carrierchilcotin.org/lhooskuz-dene-nation/ #101-231 Anderson Drive Quesnel, BC V2J 3K4 By Email: Admin@lhooskuz.com By Phone: (250) 992-3290 <u>Referrals:</u> Neil Gauthreau BA - Natural Resource Manager and New Gold Liaison Email: resources@lhooskuz.com	<u>Chief Lillian Squinas</u> <u>Councillors</u> -Violet Boyd -Ella Stillas -Rosa Chantyman -June Baptiste
Lhtako Dené Nation*	Web: carrierchilcotin.org/lhtako-dene-nation/ 1515 Arbutus Rd Quesnel BC, V2J-5H8 Phone #: +1 (250) 747-2900 Email: reception@lhtako.ca <u>Referrals:</u> Referral/ Consultation Technician Email: referral@lhtako.ca Phone #: (250) 747-2900 Ext: 306 Jean Christie; Email: jean@lhtako.com	<u>Chief Clifford Lebrun</u> <u>Councillors</u> Raymond Aldred Wanda L. Aldred Denise L. Paul (Cindy Aldred)?

	Gary Yablonski, Band Administrator/ Operations Director; Email: g.yablonski@lhtako.ca Phone #: (250) 747-2900 Ext: 301	
Nazko First Nation	Web: www.nazkoband.ca http://www.nazkoecdev.ca/faq/ Physical Address: 405 Barlow Avenue, Quesnel, BC · V2J 2C3 Mailing Address: PO Box 4129, Quesnel, BC · V2J 3J2 250 992 9085 Referrals: Bernice Cremo Email: bernicecremo@nazkoband.ca Reception/Office Support : reception@nazkoband.ca Nazko Economic Development: Stuart Alec stuartalec@nazkoband.ca	<u>Chief Stuart Alec</u> <u>Councillors</u> Delores Alec Evan Clement
Ulkatcho First Nation* Anahim Lake	Web: www.ulkatcho.ca http://carrierchilcotin.org/ulkatcho-first-nation/ PO Box 3430 Anahim Lake, BC V0L 1C0 Phone: 250-742-3260; (250) 742-3288; (250) 742-3289 Email: l_hennigar@ulkatcho.ca	<u>Chief Betty Cahoose</u> <u>Councillors</u> Tyler Sill Harvey Sulin Stella West Nelson (Charlie) Williams Allan Louie

	Referrals: Daryl Sulin Email: ulkatchoresources@gmail.com resources@ulkatcho.ca (off website) Phone Ext. 215 Keith Beerling, Director of Administration Email: manager@ulkatcho.ca 250-742-3288 Ext. 218	
<u>T̓silhqot'in National Government</u>	Web: www.tsilhqotin.ca Main Office: 253 4th Avenue North Williams Lake, BC V2G 4T4 Phone: 250-392-3918 Negotiations and External Affairs: 1729 South Lakeside Drive Williams Lake BC, V2G 3A9 Phone: (778) 799-2145 Fax: (778) 799-2142 Mailing Address: P.O. Box 4396, Williams Lake, British Columbia, V2G 2V4 Referrals: Luke Doxtator, Stewardship manager Email: luke@tsilhqotin.ca <u>TNG Executive Director</u>, Michael Geoghan, director@tsilhqotin.ca , ext. 118 <u>Executive Assistant</u>, Sharmon Alphonse, admin@tsilhqotin.ca , ext. 116	Members: -<u>?Esdilagh</u> -<u>Tl'etingox</u> -<u>Tsi Del Del</u> -<u>Xeni Gwet'in</u> -<u>Yunesit'in</u> -<u>Tl'esqox</u>

	<u>Negotiations and External Affairs:</u> Executive Assistant, Daana Gilpin, dgilpin@tsilhqotin.ca , ext. 2810	
?Esdilagh Alexandria Indian Band	Web: http://www.esdilagh.com/ Band Office: #4-423 Elliot Street, Quesnel B.C., V2J 1Y6 Phone: (250) 991-6000 Fax: (250) 991-0589 Email: temp@esdilagh.ca Community: Health Building - 9001 West Fraser Road (250) 747-2002 Fax: (250) 747-2928 Email: reception@esdilagh.ca Referrals go to TNG Portal – www.tngportal.ca Email: tsilhqotin.seniya@gmail.com Agriculture: Daryl Johnny, agriculture@esdilagh.ca ?Esilagh Referral Worker, Linda Siwallace, lsiwallace@tsilhqotin.ca , (250) 991-6000, Quesnel (250) 747-2002	<u>Chief Victor Stump</u> <u>Councillors</u> William Baptiste Howard Johnny Chad Stump
T̓i Deldel Alexis Creek Indian Band	Web: www.tsideldel.org PO Box 69 Chilanko Forks, BC V0L 1H0 Phone: 250-481-3335 Email: reception@tsideldel.org	<u>Chief Otis Guichon Sr.</u> <u>Councillors</u> Maryanne Boyd Agnes Case Clayton John Charleyboy Percy Dixie Guichon

	Referrals go to TNG portal – www.tngportal.ca	Rocky Guichon Nicole Amanda Setah Talia Baptiste
Yuneŝit'in Stone	Web: https://www.yunesitin.ca/ PO Box 158 Hanceville, BC V0L 1K0 Phone: 250-394-4041 Referrals: Jessica Setah Alphonse Email: jsetah@hotmail.com Cc: landmanagement@yunesitin.ca Rhoda Petal- Administration Assistant rpetal@yunesitin.ca Ryan Grady- Forestry Manager, Yunesit'in Development Enterprise (YDE) rgrady@yunesitin.ca	<u>Chief Russell Myers Ross</u> <u>Councillors</u> Rosalie Montgomery Earl Quilt Ralph Myers Gabriel Pukacz
Xeni Gwet'in People of the Nemiah Valley	Web: https://www.xenigwetin.net/ Xeni Caretaker Area, General Delivery Nemiah Valley, BC V0L 1X0 Phone: 250-394-7023 Referrals go to TNG portal – www.tngportal.ca Email: jimmyj@gmail.com	<u>Chief Jimmy Lulua</u> <u>Councillors</u> James Lulua Jr. David Setah

	Xeni Gwet'in Referral Worker, Tamara William, twilliam@tsilhqotin.ca, (250) 394-7023	
Tl'etinqox Anaham	Web: https://www.tletinqox.ca PO Box 168 Alexis Creek, BC V0L 1A0 Phone: 250-394-4212 Referrals go to TNG portal – www.tngportal.ca Email: chiefjoe@tletinqox.ca Tl'etinqox Referral Worker, Joshua Elkins, josh@tsilhqotin.ca , (250) 394-4212 TNG Referral Worker- Blaine Grinder- blainegrinder@tletinqoxin.ca Band Administrator- David Johnson- djohnson@tletinqoxin.ca	<u>Chief Joey James Alphonse</u> <u>Councillors</u> Eleanor Rose Cooper Harvey Dick Blaine Grinder Cecil Charles Grinder Ashton Harry Brendan Harry Isidore Harry Tyron Harry Gerald J. Johnny George Mack Dale Oray David Hance Leslie Stump
Tl'esqox (Toosey Indian Band)*	Web: http://carrierchilcotin.org/tlesqox-of-the-tsilhqotin/ PO Box 80 Riske Creek, Hwy 20, BC V0L 1T0 Phone: 250-659-5655 Email: band_manager@toosey.ca	<u>Chief Francis Laceese</u> <u>Councillors</u> Violet Fuller William Isnardy Clayton Palmantier

	Referrals: Nonita Johnny - Community Referral Worker Email: nonita@tsilhqotin.ca Tl'esqox Referral Worker, Elizabeth Rosette, erosette@tsilhqotin.ca, (250) 659-5655	
<u>North Shuswap Tribal Council</u>	Web: (http://northernshuswaptribalcouncil.com/) 17 South 1st Avenue Williams Lake, BC V2G1H4 Phone: 250-392-7361 Fax: 250-392-6158 (Acting) Executive Director: Christy Smith executivedirector@nstq.org Bonnie Slack – Operations Coordinator Email: administration@nstq.org Referrals: Kate Hewitt (Stewardship Technical Coordinator) Email: stewardshiptech@nstq.org	Members: <u>-Canim Lake</u> <u>-Soda Creek</u> <u>-Stswecem'c/Xgat'tem First Nation</u> <u>-Williams Lake</u>
Tsq'escen' Canim Lake Indian Band	Web: www.canimlakeband.com PO Box 1030 100 Mile House, BC V0K 2E0 Phone: 250-397-2227 reception@canimlakeband.com Referrals: Don Dixon and Melvin Paul	<u>Chief Helen Henderson</u> <u>Councillors</u> Margaret Archie Steven Daniels Christopher Amut Mary Anne Archie Nadine Boyce

	Email: Don – canimnr@canimlakeband.com Melvin – canimnatres@canimlakeband.com	Stanley Daniels
Stswecem'c Xgat'tem Canoe Creek Indian Band/Dog Creek Indian Band	Web: www.canoeecreekband.ca General Delivery Dog Creek, BC V0L 1J0 Phone: 250-440-5645 Referrals: Georgina Preston Email: stewardshipassistant@canoeecreekband.ca Kateri Koster (250) 440-5649 Freya Kellet (Farm advisor)	<u>Chief Patrick Harry</u> <u>Councillors</u> Eric Archie Loretta Billy Marie Elaine Camille Catlin Duncan Harold Duncan
Xats'ull First Nation Soda Creek	3405 Mountain House Road Williams Lake, BC V2G 5L5 Web: www.xatsull.com Phone: 250-989-2323 Email: reception@xatsull.com Referrals: Georgina Bock, Natural Resources Manager Email: referrals@xatsull.com Julia Banks (250) 989-2323	<u>Chief Andrea Gilbert</u> Acting Chief Sheri Sellars <u>Councillors</u> Gary Sellars Sheri Sellars Kelly Sellars Marnie Sellars
T'exelc	Web: www.williamslakeband.ca	<u>Chief Willie Sellars</u>

Williams Lake Indian Band	2672 Indian Drive Williams Lake, BC V2G 5K9 Phone: 250-296-3507 lisa.camille@williamslakeband.ca Referrals: Rhonda Leech, Senior Lands Manager Email: Rhonda.Leech@williamslakeband.ca Wenona Gordon, Lands Coordinator Phone: 778-417-0195 Email: wenona.gordon@williamslakeband.ca Aaron Higginbottom (250) 296-3507	<u>Councillors</u> Andrew Meshue Lennard Supernault Rick Gilbert Joanne Moiese Shawna Philbrick
<u>Independent</u> Esk'etemc	Web: www.esketemc.ca PO Box 157, 1004 Esk'et Dr, Alkali Lake, BC V0L 1B0 Phone: 250-440-5611 Band Office: adminassistant@esketemc.ca Cary Johnson, Referrals Worker - referrals@esketemc.ca Kevin Chelsea, Lands & Resources Coordinator - kevin@esketemc.ca Alkali Resource Management: 250.440.5870, 250.440.5872, armadmin@esketemc.ca Patricia Chelsea: Managing Director Email: ecdev@esketemc.ca	<u>Chief Fred Robbins</u> <u>Councillors</u> Patricia Chelsea Joyce Johnson Robert Johnson Jr. James Paul Kerry Bouchard-Chelsea Joyce Johnson Francis Johnson Jr. Francis Robbins

Appendix C

INFORMATION FROM LOCAL KNOWLEDGE HOLDERS

Interviews on First Nations background and communication were held with: Tyler Jasper - Sonoran Resource Management ty.jasper@visionquestbc.ca, Nicole Pressey- Cariboo Regional Agrologist nicole.pressey@gov.bc.ca, David Zirnhelt- President of Cariboo Agricultural Research Alliance and experience local farmer davidzirnhelt@hotmail.com, Titi Kinkel - UNBC Quesnel- Acting Regional Chair, South-Central titi.kunkel@unbc.ca

Further interviews could be held with other local knowledge holders: Annie Booth- UNBC Prince George- Professor of Environmental Studies annie.booth@unbc.ca.... ect

Interviews were conducted with Tyler Jasper, Nicole Pressey, David Zirnhelt, and Titi Kinkel during March and April of 2019.

The following are a list of the interview questions and a summary of the answers provided by the local knowledge holders.

Preamble

The Agricultural Development Advisory Committee and Agriculture Working Group are interested in communicating with First Nations groups to inform them of the establishment of the ADAC and the work of the committee. We are also interested in identifying First Nations groups interested in pursuing agricultural activities and opportunities for partnerships.

We appreciate you taking this time to share your knowledge. Please feel free to expand on or add additional information in answering these questions.

Questions

1. Which First Nations groups have you engaged with in the past?
2. Can you provide an outline of the governance structure of the First Nation groups you have worked with in the past?
3. Can you describe the situations in which you have engaged with each of these groups in the Cariboo in the past?
4. How would you initiate engagement with a First Nations community?
 - a. *Follow-up questions if needed:*
 - i. Who is the best first point of contact within a First Nation Group?
 - ii. What is the best method of contact? (E-mail followed up by phone call?)

5. What strategies for continued communication and engagement with First Nations government have you found to be the most effective?
 - a. e.g. Written, e-mail updates? Phone-calls? Regular in-person meetings?
6. We are interested in expanding our cultural awareness when engaging with First Nations. Can you provide a “how to” guide or examples of do’s or don’ts we should be aware of specific to a First Nations group, to ensure we communicate respectfully?
7. Is there anything else you would like to share or comment on?



Memorandum

To: Chairperson Mr. Martin Rossmann
Cc: North Cariboo Agricultural Development Advisory Committee
From: Ty Jasper, Business and Economic Advisor; VisionQuest Advisors Inc.; Principal Owner, Sonoran Resource Management Ltd.

Re: Agricultural Economic Development in the Cariboo Regional District

Current State of the Agricultural Economy in the Cariboo Regional District

Currently, the agricultural economy, the commerce of crops and livestock; in the Cariboo Regional District (CRD) is NOT by and large economically viable. The above statement isn't suggesting that there aren't outlier agribusiness' which perform regularly at a net profit without subsidization. What it suggests, is that upon review of farm household economic data in British Columbia that most farm households, do not perform at a net profit and are significantly subsidized by "off-farm income".

Unfortunately, direct data describing the economic situation in the CRD is not available. We may, however, make inferences based on various census data supplied by the BC Ministry of Agriculture describing the agricultural economy across the CRD and the province of British Columbia.

Most agri-businesses within the CRD produce commercial beef and perennial hay crops (2011 Census of Agriculture, BC Ministry of Agriculture). An assessment of the *Average Income of B.C. Farm Operators* found within the Fast Stats 2015/Agri-food and Seafood, indicates beef and hay producers across BC reported an average net operating income of \$3,393.00 and \$7,854 while being subsidized by "off farm income" averaging \$50,894.00 and \$64,771.00 respectively. This would indicate that these operations are not economically viable by their own volition.

Anecdotal to the above, a job search for the keywords, "agriculture", "farm" and "ranch" was performed on wowjobs.ca. The search took place on 24 March 2019. The location was "Quesnel, BC" and the search area was expanded to include all jobs within a 100 km radius of the search location. The URL is listed below:

https://www.wowjobs.ca/BrowseResults.aspx?q=agriculture&l=Quesnel%2C+BC&sr=100&pp=&job=nsdz_MpoNqheo1KTPu2-qEIMQavSiWKqwMk8J-laGM8SRrEC21hp3A



The search yielded a single agricultural sector job posting within 100 kms of Quesnel, BC. The job was for a “general farm worker” and paid \$13.00 per hour. This suggests that there is a social reality to the above economic fact. That reality is that there are currently no meaningful employment opportunities which might supply a living wage to a Cariboo Regional District household.

This information would likely do harm if it were broadcast to the public; there is no need to alienate residents of the CRD with this information. It is, however, critical for those of us who have taken the responsibility to partner with local government to further agricultural economic development and to educate the public on agriculture's role in the local economy to understand what the real state of the agricultural economy is.

Develop Goals and establish an Economic Development Panel

The North Cariboo Agricultural Development Advisory Committee (ADAC) is well positioned to communicate with local, regional, and federal government. A formal strategy should be undertaken to unify a position of “agricultural economic development”. As an economic development professional, I would highly recommend that a small, three-person panel (maximum) be established; one of which an ADAC representative, the second a for-profit business and economic development professional and the third; a government employee which performs an economic development role.

At a minimum this panel should establish socially identifiable goals which might be measured; for example:

- a. Goal – To create meaningful agriculturally based employment opportunities which pay a living wage to the City of Quesnel standard.
- b. Measure – Perform job searches and identify if agriculturally based employment opportunities which pay a living wage are present and available.

- a. Goal – To increase the profitability of Agri Business’ in the Cariboo Regional District.
- b. Measure – Develop for review or review available data to determine if Agribusiness’ are reporting higher annual net income.

- a. Goal – To have a net increase in the number of farms in the Cariboo Regional District performing in a value added or new market.



- b. Measure – Develop for review or review available data to determine if the number of farms in the CRD has increased and what markets they perform in.
- a. Goal – For farm households to develop more of their annual income on the farm, than off the farm.
- b. Measure – Develop for review or review available data which might determine whether farm households in the CRD report more farm income relative to off farm income.

It would be this panel's responsibility to advance funding, through donation and/or taxpayer funding; to develop an economic development strategy around the socially identifiable goals the panel deems as fit.

The panel may or may not take this strategy to tender. There is the possibility that the panel might be able to develop the strategy directly; without ever needing the time and program dollars to tender a project.

Should it be determined to take this strategy to tender, the panel would be responsible to produce a request for proposal, and to review submitted tenders and determine a consultant/contractor. It is recommended that the review of tenders be done using a predetermined procurement policy and matrix which would place priority for choosing a consultant/contractor via:

- A. Local Agribusiness
- B. Non – Local Agribusiness
- C. Local Business
- D. Non – Local Business

If the goal is to grow the local economy, then we may determine to keep procurement dollars inside the local economy of the Cariboo Regional District; should a suitable local business submit a tender.

Please note; all forms of procurement give ADAC and it's Working Group an opportunity to support the local economy; or not.

When procuring food for meetings the Working Group may choose Long Table Grocery or La Belle Fromagerie; keeping those procurement dollars inside of the local economy. They might also choose to purchase food from Save On Foods. In this second case most of each dollar would leave the local economy. The agricultural economic development panel's procurement of a consultant



or contractor would present the same opportunity. This is essentially the same principal as Minister Popham's *Buy BC* program.

Example Methodology

A business and economic analysis should be performed. The local agricultural economy would be scrutinized through a lens comprised of four pillars of business and economic development:

1. An analysis of internal deficiencies.
2. An analysis of goods and services which support, or do not currently support the local agricultural economy.
3. A varied market analysis for which the local agricultural economy may determine to participate in.
4. A review of regulatory burden which currently creates a direct economic impact to the local agricultural economy.

From this series of analysis, the agricultural economic development panel would be able to formerly recommend strategies, projects; etc. to meet goals, which might be measured for success.

It should be noted that if the goal is to "grow" the local agricultural economy; strategies or projects which develop:

1. Investment into the local agricultural economy specifically from outside of the Cariboo Regional District,
2. Revenues from sectors other than agriculture;
3. Retail products which can be exported outside of the Cariboo Regional District;
4. Stimulate many local agribusinesses;

Should be made priority over strategies or ideas which:

1. Target businesses within the local agricultural economy;
2. Stimulate only a small number of local agribusinesses.

For example;

- a. An agrology consulting business which bases its headquarters and targets agribusiness clientele in the Cariboo Regional District.



- b. A value-added beef jerky enterprise which is in the Cariboo Regional District and supplies all its own beef via a wholesaler in Langley, BC.
- c. A wholesale business, which heads its operation and purchases vegetables throughout the Cariboo Regional District; packages and markets a retail product through a chain of grocery stores in the Cariboo Regional District and at two locations in the lower mainland.

In these three examples only example (c) would “grow” the local agricultural economy and stimulate many agribusinesses. Example (a) would most likely shrink the local agricultural economy; it would at a minimum redistribute wealth within that economy. Example (b) would in effect, have zero impact on the local agricultural economy.

The economic development strategy should place a priority to support example (c) ahead of examples (a) or (b). Resources, specifically time, is always in short supply. A strategy of this nature would prioritize projects to meet social goals rather than to invest energy somewhere it may not be so urgently needed.

Thank you for taking the time to review the above information. Should anyone have any questions or concerns, please feel free to contact me at (250) 255-7350.

Please also note that VisionQuest has applied with the British Columbia Ministry of Agriculture to become an “approved” agri-business consultant. Should anyone, representing their own agribusiness wish to investigate grant opportunities to gain efficiencies in their business model; we would be happy to supply free consultation.

Sincerely,

A handwritten signature in black ink, appearing to read "Ty Jasper".

Ty Jasper, Business and Economic Advisor;
Professional Agrologist – British Columbia Institute of Agrologists;
Certified Farrier – American Farriers Association; member of the Western Canadian Farriers Association.